

Message Text

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ACTION EB-07

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FM AMEMBASSY DAMASCUS

TO SECSTATE WASHDC 2495

USDOC WASHDC

UNCLAS DAMASCUS 2689

STATE PASS EXIMBANK

E.O. 11652: N/A

TAGS: BEXP, SY

SUBJECT: JAMES SALINAS: BUSINESS VISIT

REF: (A) STATE 91926; (B) USDOC 6495, (C) DAMASCUS 2408,

1. SALINAS CALLED ON EMBASSY COMMERCIAL OFFICER 4/29, AND SAID HE IS WORKING ON TWO LARGE DEALS WITH SYRIAN GOVERNMENT:

A. WITH MINISTRY OF COMMUNICATIONS TO SUPPLY 140 CATERPILLARS, MAINTENANCE FACILITIES, AND TRAINING: TOTAL VALUE \$70 MILLION. SALINAS REPRESENTING JOHN FABICK TRACTOR CO., ST. LOUIS (REF A). HE SHOWED EMBOFF BANK GUARANTEE AND SAID HE IS VERY CLOSE TO A DEAL.

B. WITH MINISTRY OF TRANSPORT FOR 100 GMC DUMPERS (\$15 MILLION) FOR PORT OF TARTOUS. THESE TRUCKS ARE PART OF LOT DESCRIBED IN REF B, COMING OUT OF A CANCELLED ORDER FOR IRAN AND SALINAS-DESCRIBED BANKRUPTCY OF AN OKLAHOMA GM DEALER. SALINAS REPRESENTING CALCO CO., BAKERSFIELD, CALIFORNIA, WHICH HAS BOUGHT THE TRUCKS AND WILL FINANCE SALE TO SYRIA. SALINAS SAYS CALCO HAS BEEN ASSURED OF EXIMBANK FINANCING AND THAT HE (SALINAS) HAS ALREADY DISCUSSED FINANCING WITH EXIMBANK OFFICIAL (LEGAL DEPARTMENT) IN WASHINGTON, WHO, SALINAS SAID, ASSURED HIM EXIMBANK APPROVAL IS FORTHCOMING.

2. IF SALINAS ACCOUNT IS CORRECT, EXIMBANK IS PREPARING TO FINANCE FIRST SALE OF U.S. GOODS TO SYRIA SINCE EARLY 1960'S. APPROVAL WOULD COME ON HEELS OF RECENT VISIT TO SYRIA BY EXIMBANK OFFICIALS
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(REF C) AND WOULD INDICATE EXIMBANK HAS RESTORED SYRIA TO ITS

COUNTRY LIMITATION SCHEDULE AND IS SATISFIED WITH SYRIAN ECONOMIC PROGRESS, BEGINNING OF LEGAL STEPS RE SMALL OUTSTANDING CLAIM AND WITH BOYCOTT-CLEAN LANGUAGE OF TRUCK SALE CONTRACT AND RELATED DOCUMENTS. EMBASSY WOULD WELCOME THESE DEVELOPMENTS AND CONSIDER THEM MAJOR BREAKTHROUGH IN OUR EFFORTS TO PROMOTE U.S. SALES IN SYRIA.

3. ACTION REQUESTED:

A. EXIMBANK/TOM MORAN: WOULD APPRECIATE ANY LIGHT YOU CAN SHED ON SALINAS AND/OR CALCO CO. CONTACT WITH EXIMBANK AND YOUR GUIDANCE ON ANY ASSISTANCE EMBASSY MIGHT PROVIDE IN CONSUMATING DEAL, CONTRACT LANGUAGE, ETC.

B. USDOC/BIC/OED/EID:DSGILPATRIC: ANY COMMENT ON SALINAS BONAFIDES, HIS REPRESENTATION OF CALCO CO. WOULD BE MOST USEFUL; SUBJECT DAMASCUS 1900 AND YOUR 4/2 CABLE POUCHED TO US MAY ALREADY HAVE COMMENTED TO YOU RE SALINAS.

MURPHY

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